

January 22, 2025

**Listing Department,  
BSE Ltd.,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400 001  
Scrip Code: **532633**

**Listing Department,  
National Stock Exchange of India Limited,**  
“Exchange Plaza”,  
Bandra-Kurla Complex, Bandra (East),  
Mumbai-400 051  
Symbol: **ALLDIGI**

Dear Sir/Madam,

**Sub: Submission of Press Release**

Please find enclosed copy of the Press Release by the Company dated January 22, 2025 titled “**Q3 FY25 YoY Revenue and PAT up by 24% and 76% respectively**”.

Request to please take the same on record.

Yours faithfully,

**For Alldigi Tech Limited**  
(Formerly known as Allsec Technologies Limited)

**Neeraj Manchanda**  
Company Secretary & Compliance Officer

Encl: A/a

## Q3 FY25 YoY Revenue and PAT up by 24%\* and 76% respectively

Chennai, India – 22<sup>nd</sup> January 2025:

Alldigi Tech Limited (formerly known as Allsec Technologies Limited), a global leader in Employee Experience Management (EXM) and Customer Experience Management (CXM) solutions, announced its financial results for **Q3 FY25 and 9M FY25**

**9M FY25 YoY** Revenue from Operations, EBITDA and PAT is up by 25.2%\*, 17.6% and 47.8% respectively  
**Q3 FY25 YoY** Revenue from Operations, EBITDA and PAT is up by 24.2%\*, 6.6% and 76.1% respectively driven by growth in both CXM and EXM verticals

The key consolidated financial parameters are:

Particulars		Q3'24	Q2'25	Q3'25	QoQ %	YoY%	9M'24	9M'25	YoY %
Revenue	In Crs	119.8	131.4	139.5	6.2%	24.2%*	339.7	400.2	25.2%*
EBITDA	In Crs	30.4	30.8	32.4	5.2%	6.6%	80.3	94.4	17.6%
EBITDA Margin	%	25.4%	23.4%	23.2%	-20 bps	-210 bps	23.6%	23.6%	-10 bps
PAT	In Crs	11.3	12.1	19.9	64.5%	76.1%	43.3	64.0	47.8%
PAT Margin	%	9.4%	9.2%	14.3%	510 bps	480 bps	12.7%	16.0%	320 bps
OCF	In Crs	33.3	10.4	24.2	132.7%	-27.3%	65.1	73.2	12.4%

### Q3 FY25 Business highlights

#### ➤ Customer Experience Management (CXM):

- Revenue for the vertical at ₹ 104.9 Cr is up by 30.0% YoY and 8.5% QoQ, crossed ₹ 100 Cr revenue in a quarter milestone
  - International business revenue at ₹ 78.1 Cr is up by 34.7% YoY and 10% QoQ
  - Domestic business revenue at ₹ 26.8 Cr is up by 18.1% YoY and 4.3% QoQ
- Margins at ₹14.3 Cr is up by 22.2% YoY and 9.2% QoQ
- FTE at 5,234 up by 15.2% YoY

#### ➤ Employee Experience Management (EXM):

- EXM Payroll business revenue at ₹34.0 Cr is up by 9.7% YoY and 2.1% QoQ
- Margin & margin % at ₹11 Cr & 31.7% down by -1.8% YoY and up by 1.2% QoQ
- Payroll FTE at 680 is up by 10.6% YoY and 1.8% QoQ

- **44.1 lacs** employee records processed, up by **11.0%** YoY and **2.0%** QoQ

### 9M FY25 Business highlights

#### ➤ **Customer Experience Management (CXM):**

- Revenue for the vertical at **₹ 296.4 Cr** is up by **31%** YoY
  - International business revenue at **₹ 219.8 Cr** is up by **35.8%** YoY
  - Domestic business revenue at **₹ 76.5 Cr** is up by **18.8%** YoY
- Margins at **₹41.9 Cr** is up by **41.1%** YoY
- FTE at 5,234 is up by **15.2%** YoY

#### ➤ **Employee Experience Management (EXM):**

- EXM sales up 35% YoY, YTD sales at par with the full-year FY24 sales
- Revenue for the vertical at **₹ 103.8 Cr** is down by **-8.4%** YoY
  - EXM Payroll business revenue at **₹97.9 Cr** is up by **10.5%** YoY
- Margin & margin % at **₹ 32.4 Cr & 31.2%** down by **-1.5%** YoY (due to growth investments)
- Payroll FTE at 680 is up by **10.6%** YoY
- **128.1 lacs** employee records processed, up by **11.1%** YoY

\*Ex LLC divestment

**Commenting on the performance, CEO Mr. Naozer Dalal said,**

*“We are pleased to report sequential and YoY growth across Sales, Revenues, EBITDA and PAT. We continue to have a robust sales funnel, including our recent foray in the SaaS/SME segment with Buzzily. Faster sales funnel conversion, seamless migration of customers to the new SP4 platform, accelerating foray into the SaaS/SME market and maintaining a strong focus on productivity will be our key near-term priorities, positioning us well as we approach FY26.”*

For more information, please contact:

#### **Investor / Analyst contact:**

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## About Alldigi Tech Limited:

Alldigi Tech Limited (BSE: 532633, NSE: ALLDIGI), headquartered in Chennai has been a pioneer in the EXM and International CXM spaces, and is today the leading Payroll Services Provider in India. Founded in 1998, Alldigi is today a global brand, offering high-end business process solutions across key industry verticals in 46 countries. With ~ 6,500 employees across India, Philippines and the US, Allsec processes more than ~4.0 million pay slips each quarter for over 600 clients around the world. Alldigi's leading *SmartHR* and *SmartPay* platforms are designed to address the complex challenges in today's HR environment, integrating the latest in technology including Robotic Process Automation (RPA), Smart Analytics, Chatbots and Mobility for enhanced employee engagement.

For further details on Allsec Technologies Limited, please visit [Digital Business Services and Payroll Outsourcing | Alldigi Tech](#).

*Disclaimer: This document contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its directors & officers with respect to the results of operations & financial condition of the Company. These statements can be recognized by the use of words such as "expects", "plans", "will", "estimates", "projects", or other words of similar meaning. Such forward-looking statements are not guarantees of future performance & involve risks & uncertainties, & actual results may differ materially from those in such forward-looking statements as a result of various factors & assumptions, which the Company believes to be reasonable in light of its operating experience in recent years. The risks & uncertainties relating to these statements include, but not limited to, risks & uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations, etc. The Company does not undertake any obligation to revise or update any forward looking statement that may be made from time to time by or on behalf of the Company including to reflect actual results, changes in assumptions or changes in factors affecting these statements.*